Welcome to the Analyst Meeting 2010

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Analyst Meeting 2010

Ronald Trächsel, CFO

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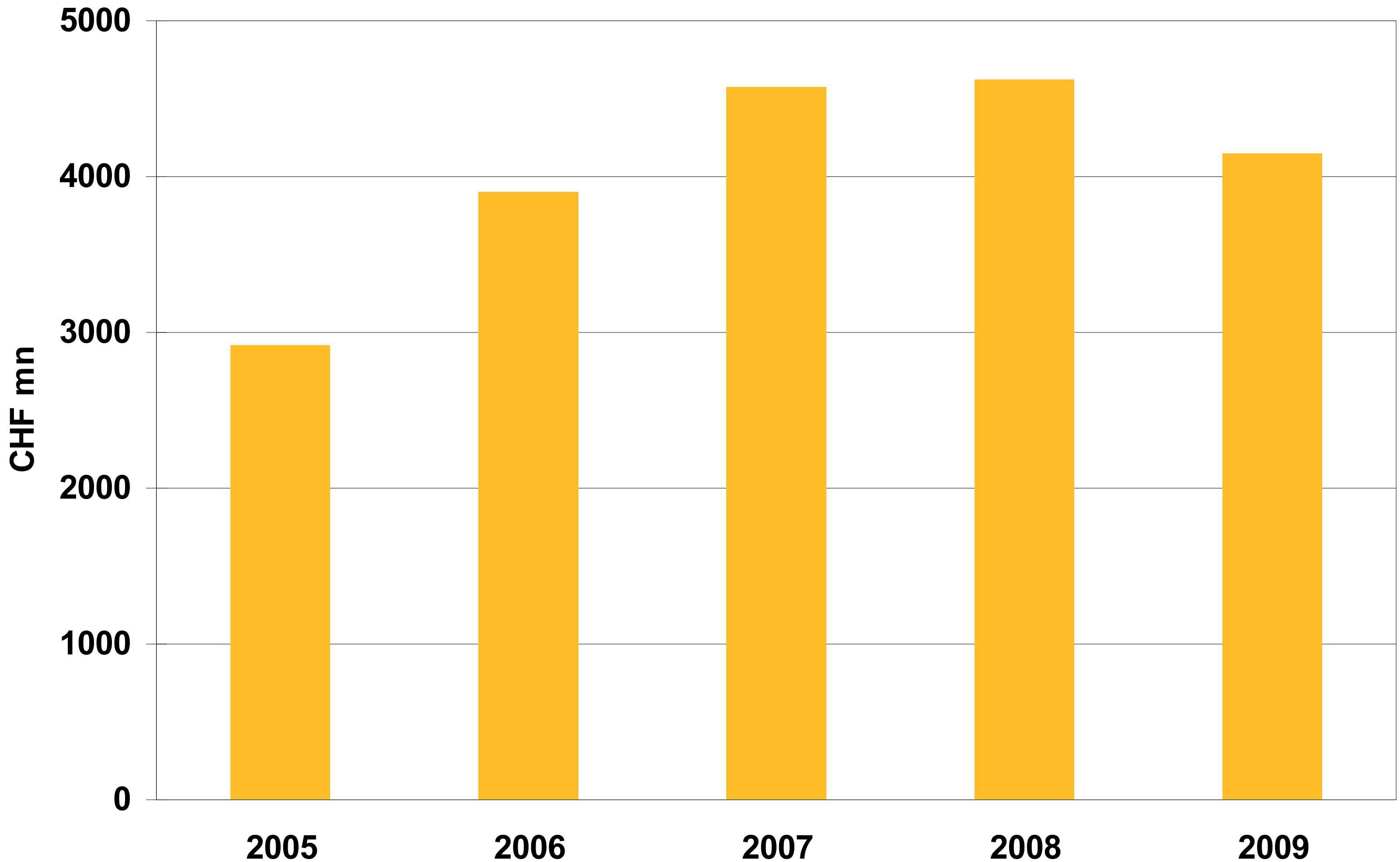
Sales Growth 2009 *(in CHF mn)*

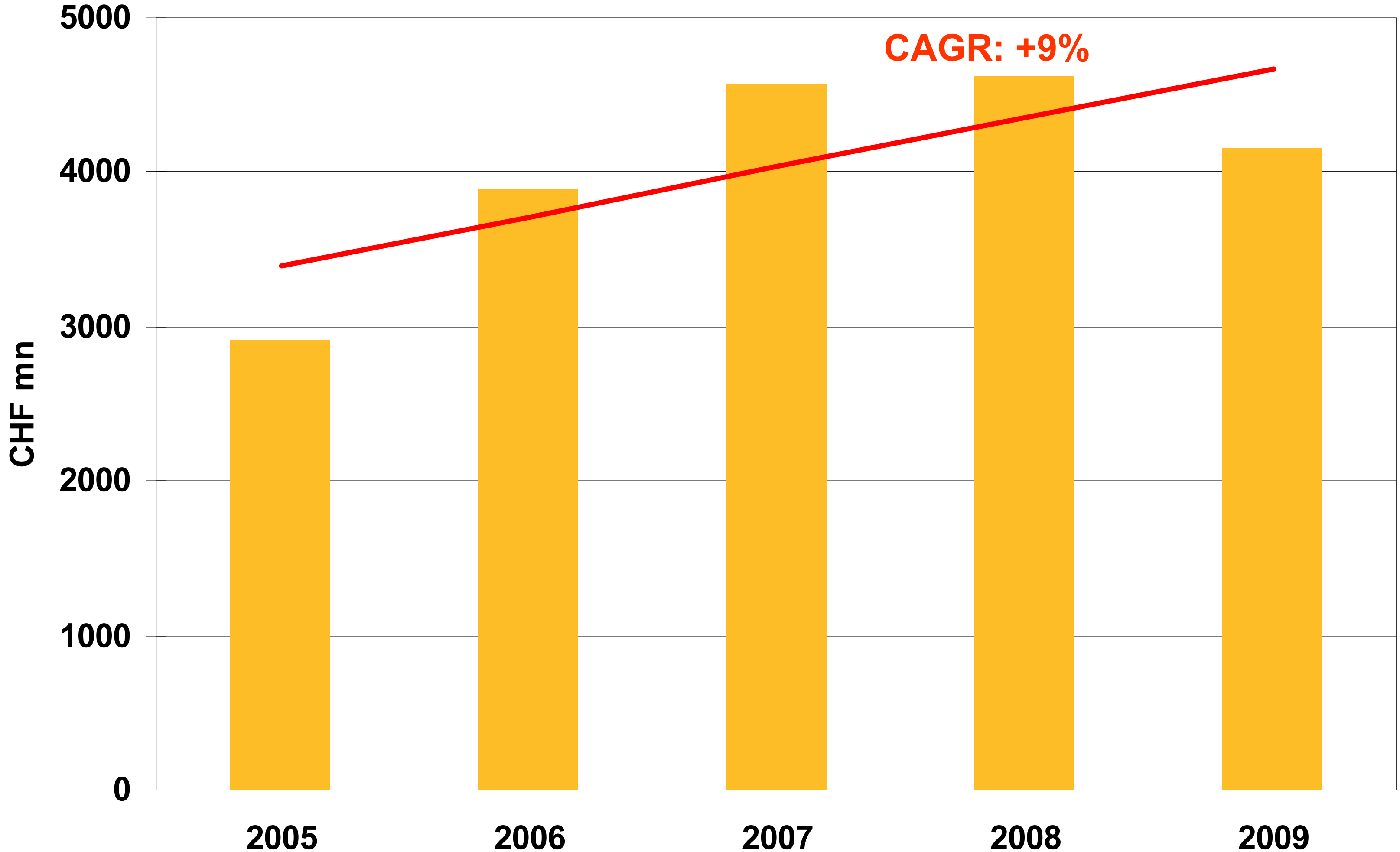
	2008	2009	Δ	%
Net sales	4 624.5	4 154.9	-469.6	-10.2
- Organic growth			-288.3	-6.2
- Acquisition effect			+ 108.8	+2.3
- Currency effect			-290.2	-6.3

Net Sales



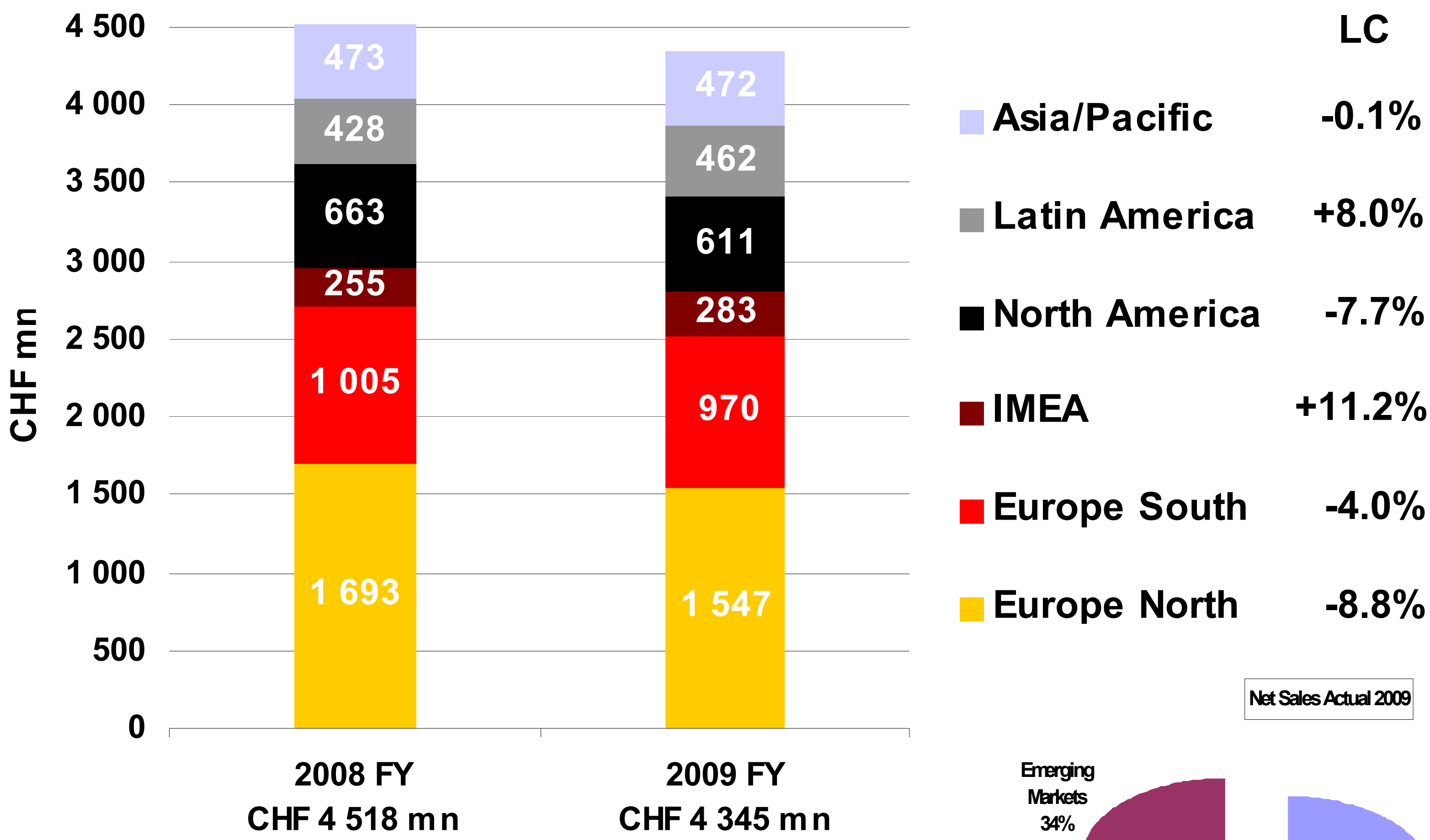
Growth rate 2009: -10.2 %

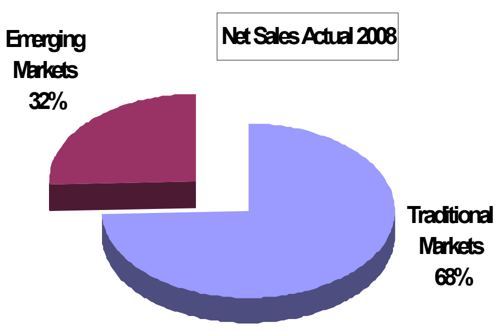
Net Sales CAGR

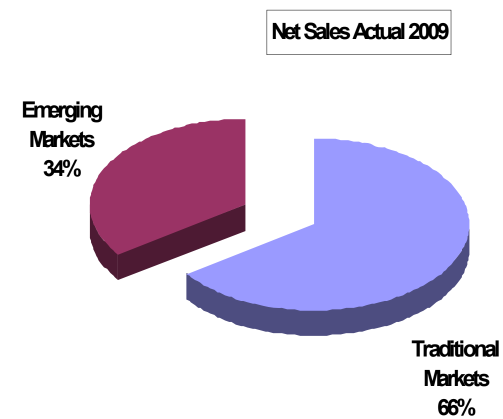


Growth by Region

Growth in Local Currency







Consolidated Income Statement
(in CHF mn)

	Actual 2008 Q4	% NS	Actual 2009 Q4	% NS	Growth
Net Sales	**4'624.5**	**100.0%**	**4'154.9**	**100.0%**	**-10.2%**
Material / Subcontracting	-2'233.7		-1'859.6		
Gross result	**2'390.8**	**51.7%**	**2'295.3**	**55.2%**	
Personnel expenses	-957.8		-954.3		-0.4%
Other operating expenses	-876.9		-801.1		-8.6%
EBITDA before Restr.Cost	**556.1**	**12.0%**	**539.9**	**13.0%**	
Depreciation / Amortization / Impairment	-134.1		-139.3		
Oper. Profit before Restr. Cost	**422.0**	**9.1%**	**400.6**	**9.6%**	
Restructuring Cost			-56.6		
EBIT	**422.0**	**9.1%**	**344.0**	**8.3%**	
Financial expense	-48.7		-28.4		
Income taxes	-105.9		-89.9		
Net profit	**267.4**	**5.8%**	**225.7**	**5.4%**	
Tax rate		28.4%		28.5%	
Op. Free Cash Flow	165.8		368.7		

excl. Acquisition / one offs -5%

Consolidated Income Statement w/o Restr.Cost

(in CHF mn)

	Actual 2008	% NS	Actual 2009	Growth	% NS
Net Sales	4'624.5	100.0%	4'154.9	-10.2%	100.0%
Gross result	2'390.8	51.7%	2'295.3	-4.0%	55.2%
EBITDA	556.1	12.0%	539.9	-2.9%	13.0%
EBIT	422.0	9.1%	400.6	-5.1%	9.6%
Net profit	267.4	5.8%	269.4	0.7%	6.5%

Gross Result

Gross result 2009 positively impacted by decrease of raw material prices.

Analysis of Margin Development 2009

(in CHF mn)

Material cost 2008	2'242	48.5%
Material cost 2009	1'867	44.9%
Material cost* Q4 2009		
@ 48.5 of 2008	2'014	

Material cost impact:	**-228**	**volume decline**
	-147	**margin/mix impact**
	-375	**total growth**
Margin impact:	**+130**	**Raw material**
	-18	**FX / stock valuation**
	+35	**Sales prices**
	+147	**Margin impact**

= -7% decrease in raw material price

= about +0.8% price increase vs. PY NS

*Material cost of goods sold

Non Material Cost Development

Adjusted by one offs and acquisitions

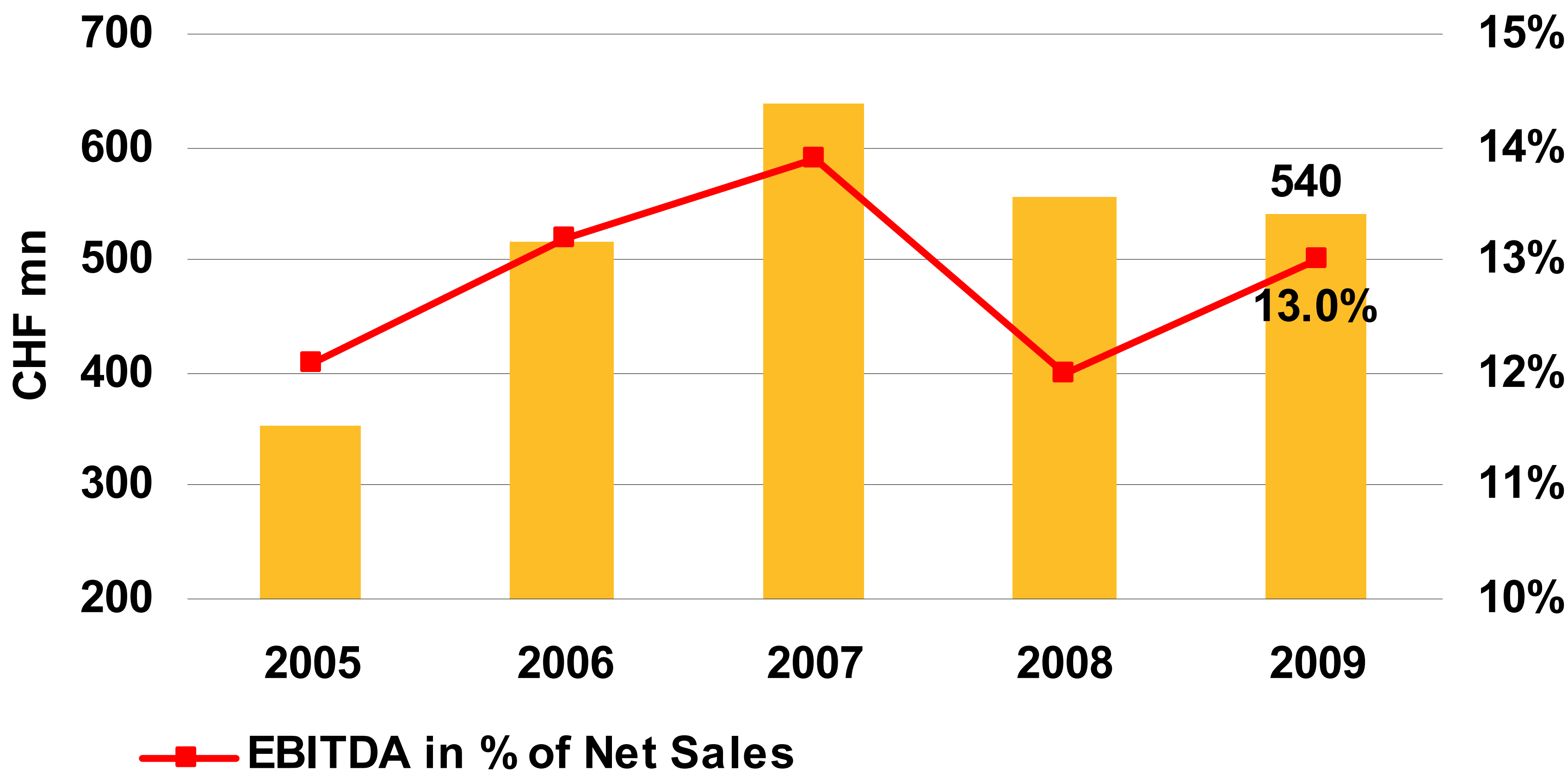
Cost Analysis 2009 (in CHF mn)	**Actual 2008**	**Actual 2009**	**Variance absolute**	**in %**
Net Sales (adj. for Acquisitions)	4'625	4'046		-12.5%
Total non Material Cost	1'840	1'696	-144	-7.8%
whereof:				
Personnel Cost comparable	958	914	-44	-4.6%
Other OPEX comparable	882	783	-95	-10.8%

Personnel Cost Development

	Actual 2008	Actual 2009
FTE 1.1.	11'600	12'958
Acquisitions	300	415
Recruitment	1'058	-1'004
FTE 31.12.09	**12'958**	**12'369**

-1'004 FTEs =	Cost reduction/run rate	-8%
	sales overall	-10%
	sales organic	-6%

EBITDA



EBITDA 2009 positively impacted by
- decrease of raw material prices / sales price stability

EBITDA 2009 negatively impacted by
- lower volumes / underabsorptions

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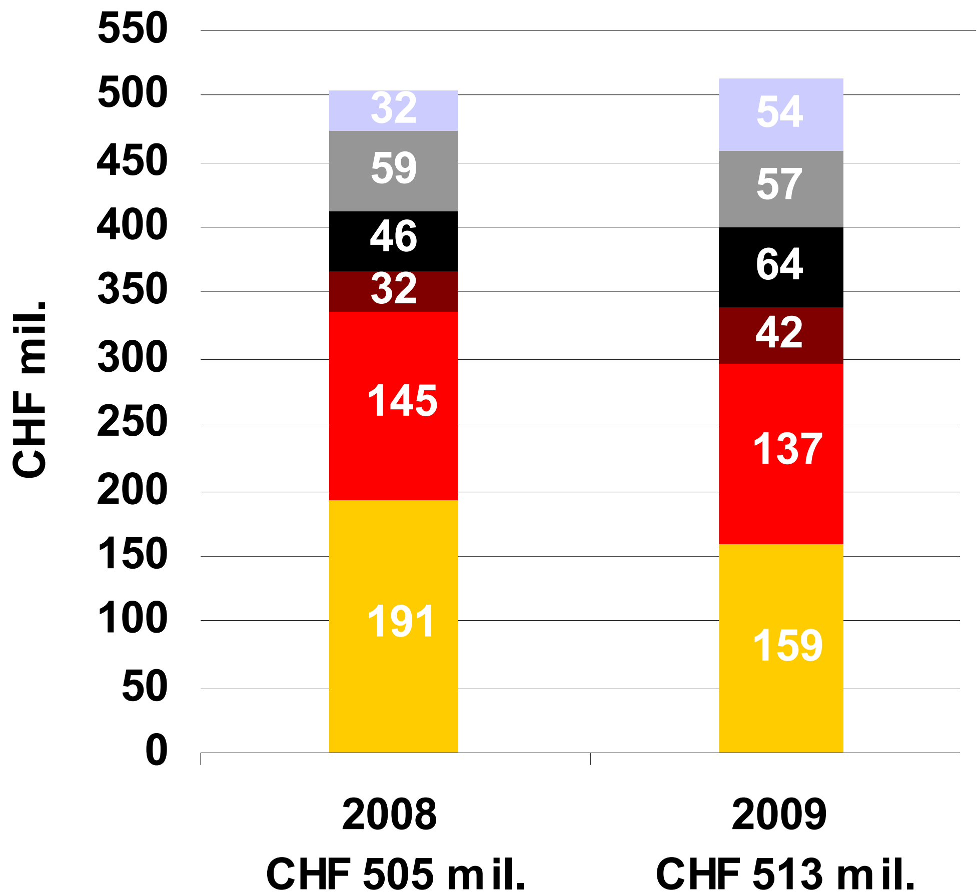
EBIT Growth by Region – Segment Reporting



	in % NS 2008		2009
Asia/Pacific	6.5%	→	11.5%
Latin America	13.6%	→	14.3%
North America	7.1%	→	10.6%
IMEA	12.4%	→	16.1%
Europe South	13.8%	→	14.6%
Europe North	11.0%	→	10.8%

EBIT w/o Central Functions

Segment Reporting

(in CHF mn)

	Actual 08 MCHF EBIT		Actual 09 MCHF EBIT		deviation C09 vs. C08	in %
EUN	191	45%	159	40%	-32	-17%
EUS	145	34%	137	34%	-8	-6%
IMEA	32	8%	42	10%	10	31%
NA	46	11%	64	16%	18	38%
LA	59	14%	57	14%	-2	-3%
APAC	32	8%	54	13%	22	69%
Central Services	-83	-20%	-112	-28%	-29	34%
Total Group	**422**	100%	**401**	100%	-21	-5%

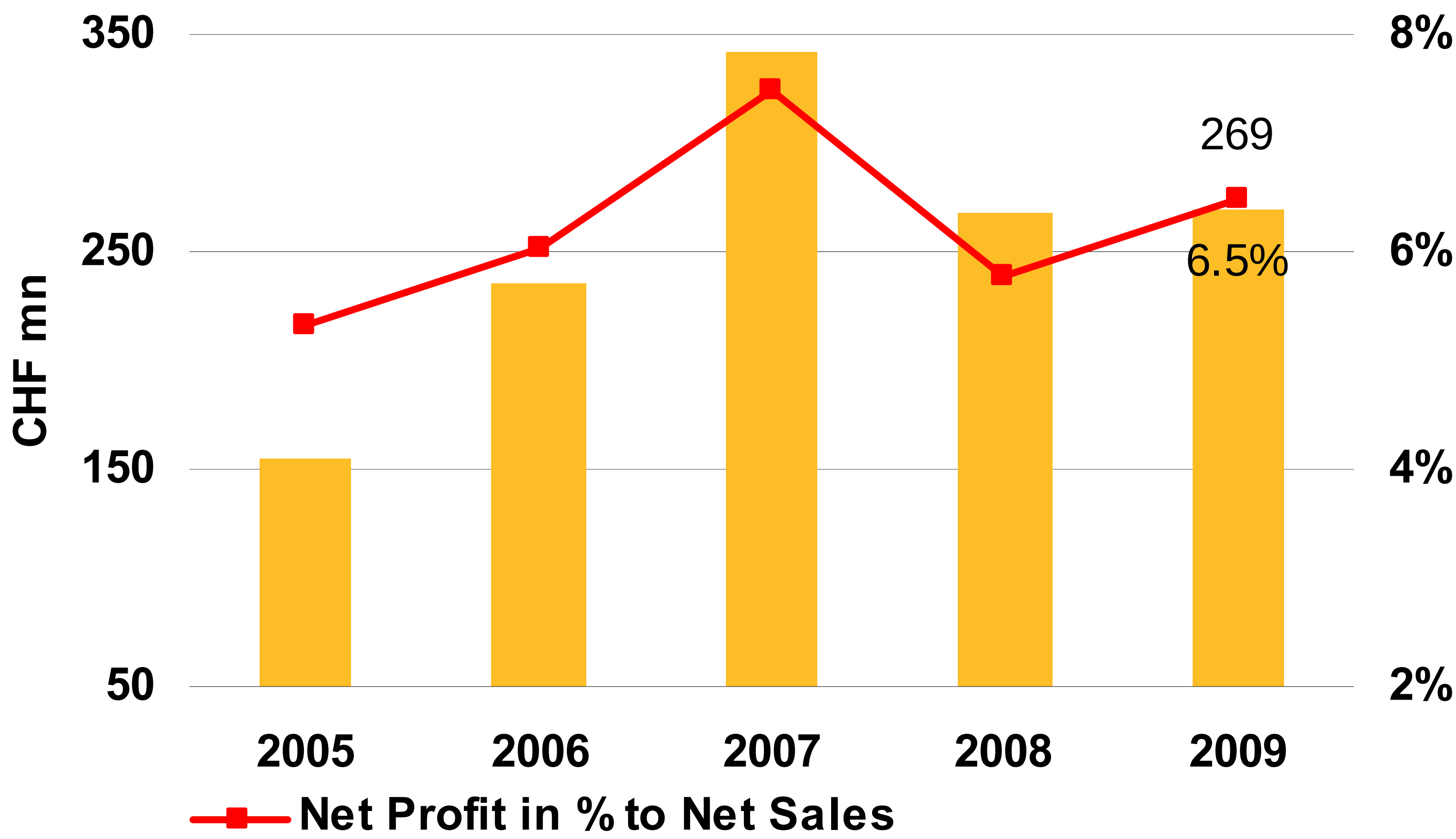
EBIT Development Central Services

(in CHF mn)

	Actual 08	Actual 09	deviation C09 vs. C08	
	EBIT	EBIT		
Service Units	-64	-69	-5	
SSC	-19	-42		-24
Central Services	-83	-111	-29	

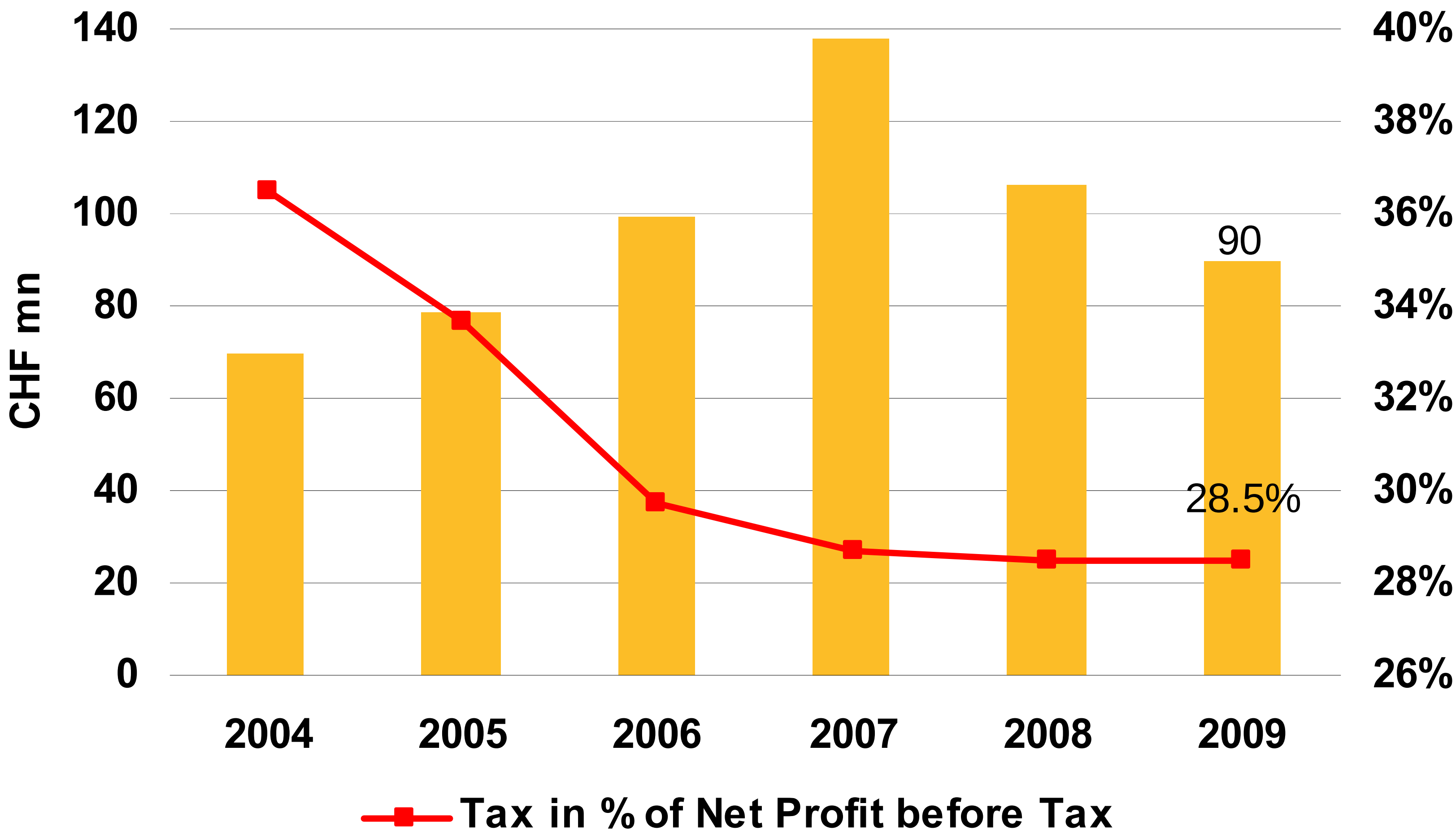
Variances:		
- Change in provisions	-5	
- underabsorption plants / FX		-24
	-5	-24

Net Profit after Taxes to Net Sales excl. Restructuring Cost



Excl. Restructuring Cost absolute Net Profit on same level as 2008 / second highest % NS in history

Taxes



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Consolidated Balance Sheet
(in CHF mn)

	Actual 31.12.2008	Actual 31.12.2009
Cash / Marketable securities	*321.4*	*811.0*
Other current assets	*1'422.4*	*1'282.1*
Total current assets	1'743.8	2'093.1
Total non-current assets	1'465.6	1'536.3
Total assets	**3'209.4**	**3'629.4**
Total current liabilities	685.0	666.3
Total non-current liabilities	1'059.7	1'370.1
Equity incl. minorities	1'464.7	1'593.0
Total liabilities and equity	**3'209.4**	**3'629.4**

Bond +300
OFCF +200

Bond +300

Cash Flow Statement *(in CHF mn)*

	Actual 2008	Actual 2009
Net profit	373.3	315.6
Depr./Amort./Imp.	134.1	159.4
Change in Provisions	-20.9	42.4
Change in NWC	37.5	100.7
Other	-5.0	10.5
Tax payments	-142.2	-102.3
Cashflow from Operating Activities	**376.8**	**526.3**
CapEx/Sale of Assets/Acquisitions	-290.6	-205.5
Free Cash Flow excl. change of financial assets	**86.2**	**320.8**
Purchase/Sale of financial Assets	3.3	-8.3
Free Cash Flow	**89.5**	**312.5**
CF from Acquisitions less Cash	79.6	47.9
Purchase/Sale of financial Assets	-3.3	8.3
Operating Free Cash Flow	**165.8**	**368.7**

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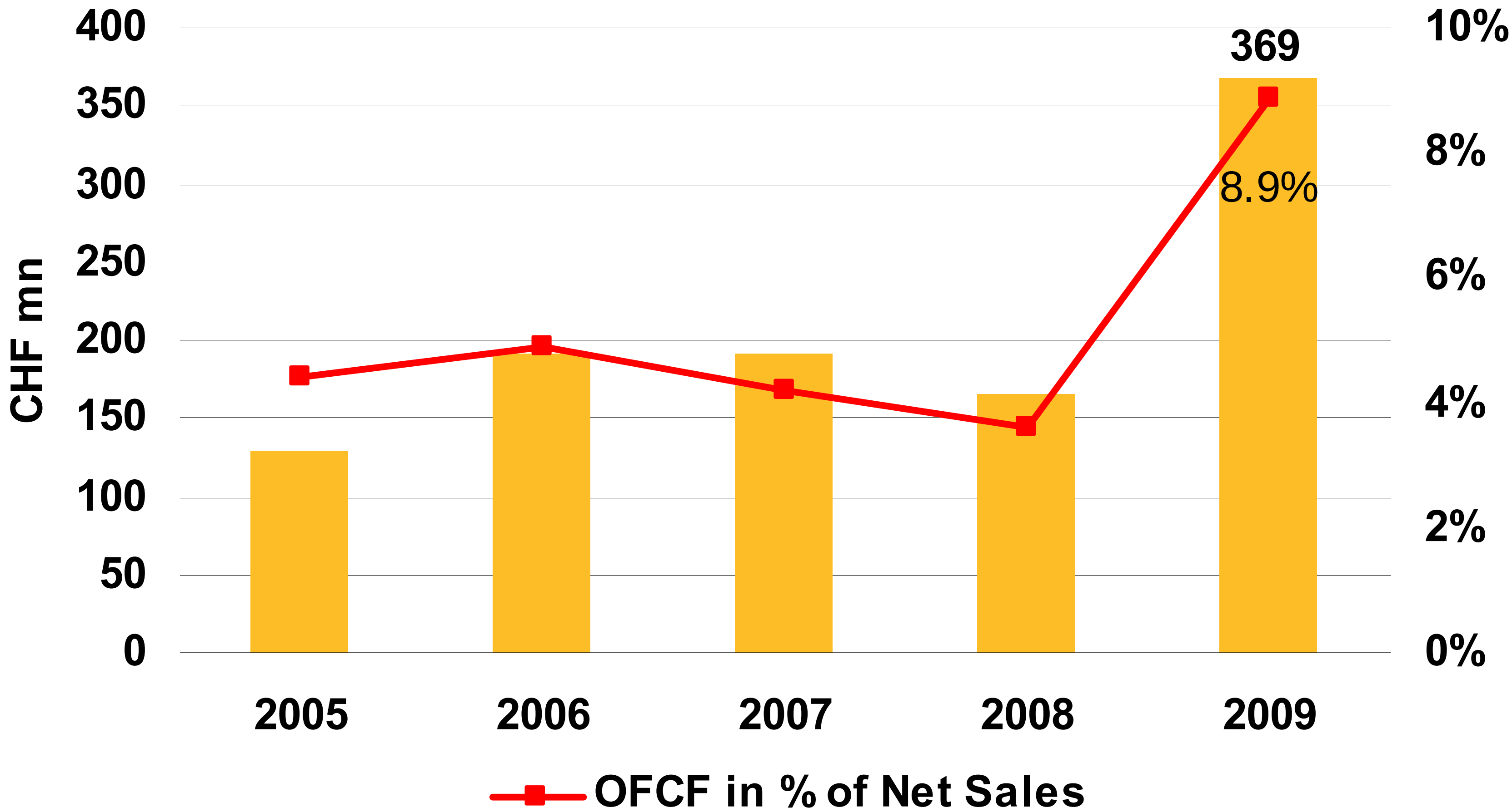
CAPEX

Operating Free Cash Flow



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Key Ratios *(in CHF mn)*

	Actual 31.12.2008	Actual 31.12.2009
Equity ratio	45.6%	43.9%
Net Debt	465	265
NWC	893	836
NWC (in % of NS)	19.3%	20.1%
Gearing (Net Debt/Total Equity)	31.8%	16.6%
ROCE (EBIT / av. capital employed) 2009 excl. Restructuring Cost	20.3%	19.3%

Sika®

Financial Targets

	Targets	2005	2006	2007	2008	2009	5 Year average
Net sales growth (organic)	8-10%	13.6%	16.9%	13.0%	5.9%	-6.2%	8.6%
EBITDA in % Net sales	12-14%	12.1%	13.2%	13.9%	12.0%	13.0%	12.8%
Profit in % Net sales	>6%	5.3%	6.0%	7.5%	5.8%	6.5%	6.2%
OpFCF in % Net sales	4-6%	4.4%	4.9%	4.2%	3.6%	8.9%	5.2%
ROCE in % (EBIT based)	20-25%	16.8%	20.2%	26.0%	20.3%	19.3%	20.5%

Proposed Appropriation of Retained Earnings *(in CHF mn)*

	2008	2009
Group Profit (after minorities)	266.7	225.9
Dividend	111.7	111.8
Payout Ratio	*41.9%*	*49.5%*

Dividend payment

CHF 45.00 per bearer & CHF 7.50 per registered share